

## Message Text

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ACTION AF-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 SSO-00 EB-07 CIAE-00

INR-07 NSAE-00 INRE-00 /045 W  
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O R 131520Z JUL 76

FM AMEMBASSY LIBREVILLE

TO SECSTATE WASHDC IMMEDIATE 8062

USDOC WASHDC IMMEDIATE

AMEMBASSY OUAGADOUGOU IMMEDIATE

INFO AMEMBASSY BAMAKO

AMEMBASSY DAKAR

AMEMBASSY JIDDA

AMEMBASSY NDJAMENA

AMEMBASSY NIAMEY

AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: BEXP EAID GB

SUBJ: PAN AFRICAN AIR INDUSTRIES

REF: OUAGADOUGOU 2033

1. THOMAS D. ROBERTSON, PRESIDENT, ACCOMPANIED BY EXECUTIVE ASSISTANT CATHERINE RAZI, OF PAN AFRICAN AIR INDUSTRIES, CALLED AT EMBASSY JULY 13 AND OUTLINED PAAI'S PLANS TO ESTABLISH AND PARTICIPATE IN A TRANSPORTATION NETWORK DESIGNED TO PROMOTE INDUSTRIAL/AGRICULTURAL DEVELOPMENT AND TRADE IN BOTH LAND-LOCKED AND COASTAL FRANCOPHONE COUNTRIES IN AFRICA. ONLY SPECIFIC PROJECTS MENTIONED WERE A FISHING INDUSTRY JOINT VENTURE IN SENEGAL (IN COOPERATION WITH A NORWEGIAN FISHING CONCERN) AND A POULTRY PROJECT IN UPPER VOLTA FOR EXPORTING POULTRY TO GABON. OPERATIONAL BASES WOULD BE ESTABLISHED IN DAKAR AND LIBREVILLE WITH ADMINISTRATIVE OFFICES IN OTHER CITIES.

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2. DISCUSSION WITH PAAI REPS ELICITED VERY LITTLE CONCRETE

INFORMATION, E.G., ROBERTSON SIDESTEPED QUESTIONS ON PROPOSED CAPITAL EXPENDITURES AND INVESTMENTS. CONVERSATION WAS REplete WITH REFERENCES TO JOINT VENTURES, MANAGEMENT EXPERTISE, AND ORGANIZATIONAL CHARTS, BUT WAS SHORT ON HARD FACTS. ROBERTSON ALSO MADE VAGUE ALLUSIONS TO IBRD OR IMF FINANCING, BUT AGAIN AVOIDED SPECIFICS.

3. UNDER CIRCUMSTANCES, WE ARE UNABLE EVALUATE PAAI BONA FIDES AND ARE MOST RELUCTANT TO SUPPORT PAAI IN DEALINGS WITH GOG OFFICIALS WITHOUT SOME BACKGROUND INFORMATION ON THE FIRM, INCLUDING ADEQUATE BANKING REFERENCES.

4. ACCORDING TO ROBERTSON, PAAI HEADQUARTERS ARE LOCATED AT 1100 17TH ST., N.W., SUITE 1000, WASHINGTON, D.C., TELEPHONE 466-8163. FIRM IS NOT LISTED IN OUR 1974 DUNN & BRADSTREET DIRECTORY.

5. FOR SECSTATE: PLEASE FORWARD ASAP ANY INFORMATION WHICH YOU MAY HAVE OR CAN OBTAIN CONCERNING PAAI. ROBERTSON WISHES DISCUSS HIS PROJECT WITH PRESIDENCY DIRECTEUR DE CABINET MAYILA, WHO RETURNS THURSDAY, JULY 15, AND WE THUS WOULD HOPE HAVE BACKGROUND PAAI PRIOR THAT TIME. (NOTE LIBREVILLE WAS NOT ADDRESSEE OF STATE 158880 TO WHICH REFTEL REFERS.)

6. FOR OUAGADOUGOU: WOULD APPRECIATE VIA IMMEDIATE CABLE YOUR IMPRESSIONS OF PAAI REPS AND PROJECTS. STEIGMAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** DEVELOPMENT PROGRAMS, BUSINESS FIRMS, SUPPLEMENTAL AIRLINES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 JUL 1976  
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**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
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**Subject:** PAN AFRICAN AIR INDUSTRIES  
**TAGS:** BEXP, EAID, GB, PAAI-PAN AFRICAN AIR INDUSTRIES, (ROBERTSON, THOMAS D)  
**To:** STATE OUAGADOUGOU  
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